

# "Papa Bear" claims champ spot during American Pinzgauer show

By DICK CROW

The American Pinzgauer Assn. held its national show here at Denver at the National Western Stock Show Jan. 23. It was not a large show by any means, but Pinzgauers are one of the relatively new breeds of European cattle which have been placed before the consideration of North American cattlemen.

Grand and senior champion bull was Papa Bear ABB 12L, shown by Tal Bauernhof, Inc., Lonsdale, Minn. Reserve champion and senior champion was an entry from Floyd M. Brown, Corning, Calif., Geronimo H-L 2K.

Placings and other championships follow.

**PINZGAUER**  
Judge: Bill Ablo, Manhattan, Kan.

**BULLS:** Calved March and April, 1980—3 shown. 1. Wyoming Pinzgauer Ranch, Sheridan, on WPR 010 324M. 2. Frank Elitzoy, Ellsworth, Ga., on JR 002M.

Calved May through August, 1979—4 shown. 1. Elitzoy on Hanperi 206L. 2. Terry Placo, Nanton, Alta., Can., on Blazer's

Duke NPB 502L

Calved January through April, 1979—2 shown. 1. Clear Range Farm, Marquette, Alta., Can., on Clear Range CRAL PFM 2. PBL, Leithbridge, Alta., Can., on Casino PBL 17L.

Calved prior to 1979—3 shown. 1. Tal Bauernhof, Inc., Lonsdale, Minn., on Papa Bear ABB 12L. 2. Floyd M. Brown, Corning, Calif., on Geronimo H-L 2K.

Grand and senior champion: Tal Bauernhof, Inc., on Papa Bear ABB 12L. Reserve grand and senior champion: Floyd M. Brown on Geronimo H-L 2K.

Junior champion: Wyoming Pinzgauer Ranch, on WPR Buster Brown 360M. Reserve: Frank Elitzoy on JR 002M.

**FEMALES:** Percentage heifers calved May and June, 1980—2 shown. David Pruitt, Oakwood, Ill., on Miss RRF 267M. 2. Jim Weber, Perdom, Tex., on Sandhills 81V.

Percentage heifers calved March and April, 1980—2 shown. 1. C.J. Oakwood, Oakwood, Ill., on Miss 266M. 2. Bud Bolinger, Belgrade, Mont., on Miss Red Baron 300M.

Percentage heifers calved January and February, 1980—4 shown. 1. Skyview Farm, Arlington, Texas, on SWPS 489M. 2. Wyoming Pinzgauer Ranch, on WPR Kundigundi 255M.

Percentage females born September through December, 1979—1 shown. 1. Frank Elitzoy on

Miss Kristian 014L

Percentage females born May through August, 1979—1 shown. 1. PBL on Miss PBL 75L.

Percentage females born January through April, 1979—2 shown. 1. Tal Bauernhof, Inc., on TBI Ms Wotan 33L. 2. entry by Henry Dalbel, Ft. Lupton, Colo.

Percentage females born prior to 1979—8 shown. 1. PBL and H-L, Leithbridge, Alta., Can., on Miss LEK 5K. 2. David Pruitt and C.J. Oakwood on Miss RR 061K.

**PUREBRED FEMALES:** Calved May and June, 1980—3 shown. 1. Elitzoy on Miss Kathy 029M. 2. PU Cattle Co., San Diego, Calif., on Miss Tiltz PU 208L.

Calved March and April, 1980—9 shown. 1. PBL on Miss PBL 11M. 2. PBL on Miss PBL 7M.

Calved January and February, 1980—5 shown. PBL on Miss PBL 11M. 2. Frank Elitzoy on Miss Red River 021L.

Calved September through December 1979—1 shown. H-L on Farrah.

Calved May through August, 1979—4 shown. 1. Skyview

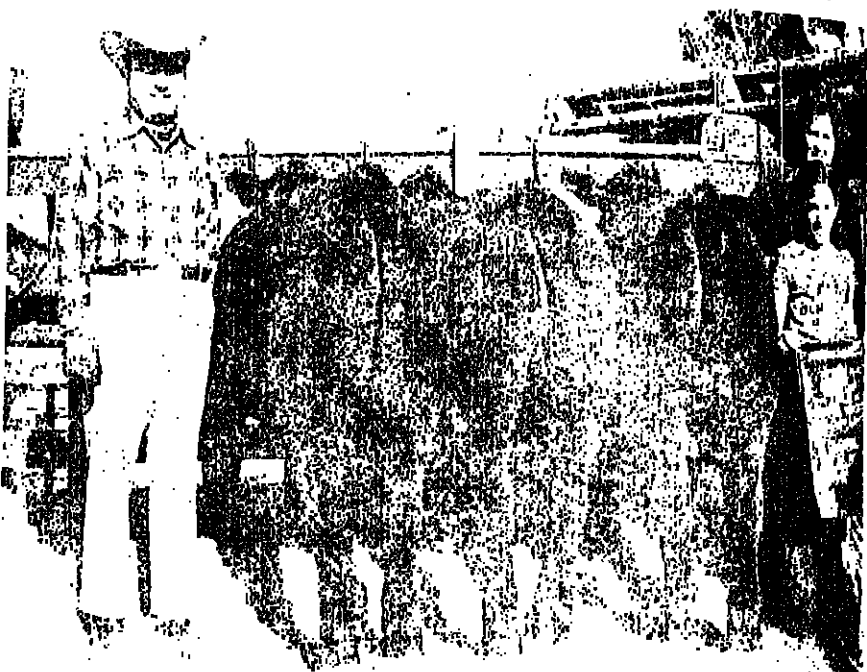
Farms on MG Skyview Summer 004L. 2. Alvins Lineweber, Colfax, Wash., on Miss Katie PPB 234L.

Calved January through April, 1979—2 shown. 1. Alvins Lineweber on Miss Austa PPB

221L. 2. Marshall Fletcher, Sheridan, Wyo., on PPR Paintbrush.

Calved prior to 1979—5 shown. 1. H-L on Miss AGS 1K. 2. Wyoming Pinzgauer Ranch on Edelweiss 525J.

Grand and senior champion: H-L on Miss AGS 1K. Reserve grand and senior champion: H-L on Farrah. 1M. Reserve: Frank Elitzoy on Miss Red River 021L.



**THREE CRACKERJACKS**—The Baldrige Place, North Platte, Neb., took the championship of Angus bulls with their entry of 1980 calves by Loma Lanes Crackerjack 12J. He also had the reserve pen out of the same class by Crackerjack. (Staff photo by John Crow)

## The Baldrige Place "Cracker Jack" Sale

Thursday, February 12

11:30 a.m. at the Lincoln County Fairgrounds  
North Platte, Nebraska

Selling 150 Lots

Featuring the Get and Service of LOMA LANES CRACKER JACK 12J — "CRACKER JACK"

**50 BULL CALVES**  
20 Sons of "Cracker Jack"  
1 Herd Bull  
2 Coming 2-year-olds

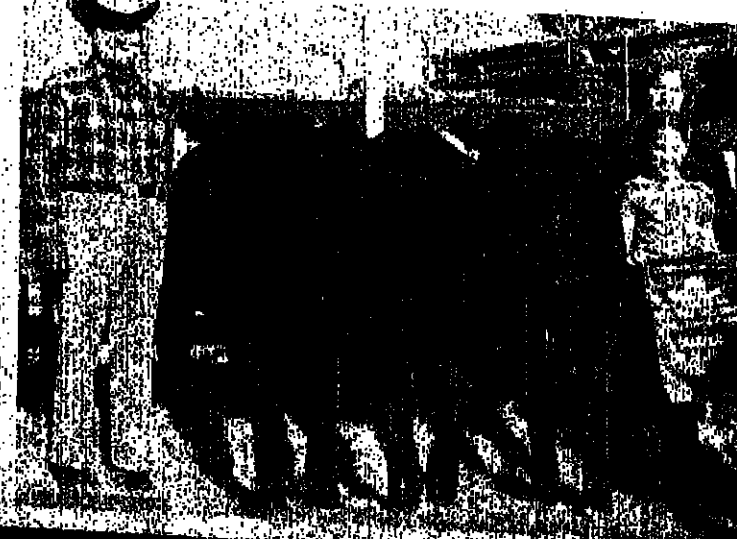
**80 BRED FEMALES**  
Most bred to "Cracker Jack"  
**21 OPEN HEIFERS**



"CRACKER JACK"



A full sister to Dr. Spock QUEEN BLACKBIRD 1199—She sells!

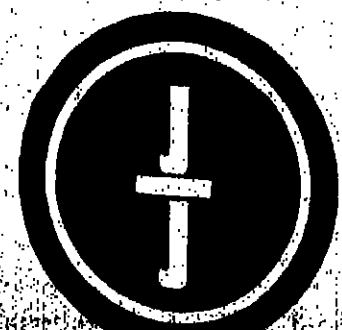


The Baldrige Place had the Champion and Reserve Champion pen of 3 Angus at the 1981 National Western. All sired by "Cracker Jack."

Sale Day Phone:  
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Sale Headquarters:  
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## WESTERN LIVESTOCK JOURNAL

News • Trends • Sales • Shows • Markets

February 9, 1981

Central Edition

Vol. 60, No. 15

## HERD ALERT

CATTLE AND CALVES: NUMBER BY CLASS AND CALF CROP  
JANUARY 1, 1979-81

CLASS	1979	1980	1981	1981 as % of 1980
Cattle and Calves	110,864	111,192	115,013	103
Cows and Heifers that have calved	47,852	47,885	49,856	104
Beef Cows	37,082	37,086	38,987	105
Milk Cows	10,770	10,799	10,869	101
Heifers 500 pounds and over	16,803	17,226	17,874	104
For Beef Cow Replacement	5,527	5,939	6,189	104
For Milk Cows Replacement	3,932	4,158	4,353	105
Other Heifers	7,445	7,130	7,333	103
Steers 500 pounds and over	16,442	16,019	15,805	97
Bulls 500 pounds and over	2,403	2,492	2,558	103
Heifers, Steers, and Bulls under 500 pounds	27,263	27,590	29,123	106
	1979	1979	1980	1980 as % of 1979
Calf Crop	43,818	42,603	45,354	106

CATTLE AND CALVES: VALUE PER HEAD AND TOTAL VALUE  
JANUARY 1, 1979-81

Class	Value Per Head	Total Value
	1979 1980 1981	1979 1980 1981
	DOLLARS	1000 DOLLARS
All Cattle and Calves	403 502 473	44,697,773 55,831,284 54,359,749

## Comments

While there was a tremendous turnout of cattle people attending the National Cattlemen's Assn. convention

last week, the obvious problems caused by a sick cattle market were uppermost on the minds of many we visited with in Phoenix. Some went as far as to say we've lost our market; beef is no longer king of meats.

Marketing analysts are warning that there is less shelf space devoted to beef in today's retail markets than at any time in recent years.

One visit we had was with a person who has enjoyed remarkable success in promoting beef at the state level. He observed that over the years most of those in our industry who have received responsibility for marketing and promoting beef, in fact, had little or no previous marketing experience. Invariably they had extension or other vocation experience. Nice people and probably good managers, but not at all professionally trained in marketing.

Such marketing expertise, he believes, is desperately needed now to offset the negative consumer attitude toward red meat in general and beef in particular, which was brought on by half-truths and misinformation regarding the diet-health-cholesterol situation. He said consumers need reassurance that beef is good for them through factual information.

He pointed out that beef men in times past knew they had problems, and in an attempt to help their situation, they formed state beef promotion groups starting in 1956. In the '60s, specific promotion for beef, pork and lamb was formed under the umbrella of the National Live Stock and Meat Board.

He said funding them for this red meat promotion came primarily from the river markets — remember them? And primarily due to the lack of adequate funding and professional marketing experience used by virtually every business in the country — the lack of beef's success has

(Continued on page 3)

## NCA members dispute grading proposal

Although a change in the beef grading system appears inevitable, the National Cattlemen's Assn. could agree on a grading proposals during debate on the issue early last week, according to CNS.

**Watch next week for further NCA convention coverage from WLJ editors.**

The association's beef grading and inspection committee presented its proposal, which had been worked out after a year's study. That proposal received a mixed reaction from members attending the NCA's annual conven-

**Second NCA committee rejection:**

## Futures abolishment plan meets defeat

The marketing committee of the National Cattlemen's Assn. defeated a resolution last week calling for the NCA to work to eliminate live and feeder cattle futures trading, reports CNS.

By a voice vote, the committee rejected the resolution presented by the California Cattlemen's Assn. The committee also reviewed and revised its total marketing policy.

Policy toward cattle futures trading received the most attention during the day-long committee meeting. The committee adopted the recommendations of a futures subcommittee call-

ing for continued futures contract revisions to meet industry needs, education programs to teach cattlemen how to use futures and tighter regulations of large market trades by the federal government.

This was the second straight year a cattle futures trading abolishment stance was rejected by the NCA Marketing Committee, said Irvin Thurber, chairman of the California Cattlemen's Assn. Marketing Committee, which drafted the resolution.

Thurber said members of his organization were knowledgeable about the futures markets and had

carcasses with less than 0.3-inch back fat and slight marbling would go into a good grade if graded at all.

\*All C, D and E maturity cattle would be graded or referred to as manufacturing beef.

A major discussion occurred after the Kansas delegation submitted an alternate proposal that had the support of the groups from Iowa, Minnesota and several other states.

Kansas recommended that a new beef quality grade be developed for A and B maturity carcasses containing small and slight marbling. In addition, the back fat requirement would be lowered to 0.2-inch and

allowed only as thick as 0.5-inch.

The groups' prime concern appeared to be fear of what could be perceived as a lowering of the quality standards for the choice grade. The answer, however, appears to lie in the minimum back fat requirement, which would insure consistent quality, several speakers who strongly supported grading changes said at the beef grading session.

Kansas State University animal scientist, Michael Dikeman, said the present grading system, which bases quality on the degree of marbling, had not kept pace with industry changes. (Continued on page 3)

Despite the increase in total cattle and calf numbers during 1980 shown in the USDA's cattle inventory report, unprofitability and high operating, grain and interest costs may have forced the rebuilding phase of the cattle cycle to level off

or enter another liquidation phase sooner than usual, analysts contacted by Commodity News Service said.

The report showed total cattle and calf numbers in 1980 up three percent compared with 1979, beef cows up five percent and beef cow replacements up four percent.

Many cattle producers in the industry, the analysts said, were not expecting to see an increase in the cow herd because of heavy cow slaughter during the second half of 1980. However, they said, the large calf crop born in the spring of 1980 offset the decrease in cow numbers.

If outside factors, such as the economy and grain costs, were more "normal," the analysts said, the industry would be in the rebuilding phase the figures indicate. However, because the industry has been operating on a negative profit margin, the cattle cycle may not follow its traditional course.

Greg Schimcat, a livestock analyst for Victorio Commodities, said the cattle industry had been in a liquidating phase since last summer because of high interest rates and a poor profit outlook. The cattle industry simply has not been profitable enough to sustain the rate of rebuilding indicated by this report, Schimcat said.

However, Ed Uvacek,

Texas A&M University agricultural economist, said the report does in fact indicate the industry is "well on its way into the expansion phase of the cattle cycle." Trends that are prevalent during this point in the cycle are low cow slaughter, tight supplies of feeder cattle as heifers are held back for replacements, and profits for the cow-calf producer, Uvacek said.

Joe Kropf, Livestock Business Advisory Service, Inc. analyst, said the initial reaction by the industry to the report probably will be negative after pairing a three percent increase with the present depressed cattle prices.

Regarding feeder cattle prices and availability, the report indicated ample supplies, especially during the second half of 1981, when animals in the 500-lb.-and-under category will be placed on feed, the analysts said.

Numbers of 500-lb.-and-under steers and heifers are up six percent from a year ago, according to the report. (Continued on page 5)

## CFTC chairman plans resignation

Commodity Futures Trading Commission Chairman James Stone has tendered his resignation as chairman of the CFTC, but announced his intentions of continuing his term as commissioner, which expires in 1983, reports CNS.

In a letter addressed to President Ronald Reagan, Stone said the chair is assigned at the pleasure of the president, admitting Reagan's legal right to replace him, but said he did not want to be considered for the chairmanship.

Stone's resignation will become effective as soon as Reagan can get another chairman confirmed by the Senate. No nominations for the CFTC have been announced.

However, a CFTC spokesman said Reagan could decide to accept the resignation immediately, in which case the commissioners would be forced to elect an acting chairman from among their number.

Remington, said.  
James Stone, the lame-duck chairman (Continued on page 3)



**TOM REMINGTON**  
Marketing committee chairman

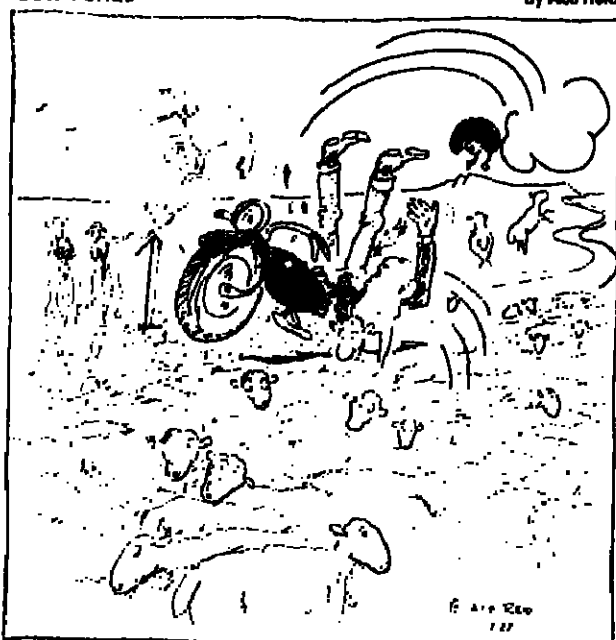
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## COW POKE

By Ace Reid



"Hey Jake, I believe that feller knows you, look at him wavin' at you!"

### Western Livestock Journal

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### Hotline ready for fraud complaints

If you are suspicious of a situation involving fraud or gross abuse on the part of a federal government employee, there's a mechanism for complaining that can be very effective.

According to Gary Carbone, spokesman for the General Accounting Office (GAO) Fraud Taskforce, a call on the toll free number, 800/424-5454, results in an investigation of all charges. Of the 24,000 plus calls they've handled since the program began in January 1979, about 6500 have been sent to the inspector general of the federal government departments involved. Although he didn't have an exact count, he said several hundred involved USDA.

Inspection kickbacks and abuses such as government workers running a private business from their offices on government time are typical of problems investigated.

Carbone emphasized that the hotline is to investigate illegal activities, and not a gripe line.

### Coming Events

Feb. 15-17—33rd Annual Top Cattle Show & Sale, Missoula, Mont.

Feb. 18-22—Annual Devon Association Convention, San Antonio, Texas.

**CATTLE AUCTIONS**

Feb. 8—Southwestern International Livestock 24th Annual Range Bull Show & Sale, El Paso, Texas.

Feb. 9—Curtice & Martin Herefords, Florence, Mont.

Feb. 10—J.A. Schoen & Sons Annual Production Sale, Lenora, Kan.

Feb. 14—DuVal Ranches, 2nd Annual Polled Hereford Production Sale, Granada, Colo.

Feb. 14—Falcon Angus Ranch, Big Timber, Mont.

Feb. 14—Haynes Hereford, Bryn Mawr, Pa.

Feb. 14—Nebraska Brangus Breeders Assn. 1st Annual Bull Sale, McCook, Neb.

Feb. 16-17—McCombs, Salem & Roberts Complete Brangus Dispersion, Davine, Texas.

Feb. 17—Platte Valley Simmental Assn. Performance Bull Sale, North Platte, Neb.

Feb. 18—Brahman Bull Sale, Nelson Livestock Auction, Willcox, Ariz.

Feb. 18—Bandy Acres Simmentals, Erickson, Neb.

Feb. 18—Ankney Shadow Isle Angus Bull Sale, Minnetonka, Minn.

Feb. 20—Jardine Herefords Annual Production Sale, Quinter, Kan.

Feb. 21—Simmental Steers Sale, Platte City, Mo.

Feb. 21—Universal Simmental 2nd Annual Production Sale, Dunlap, Iowa.

Feb. 21—Clayton Williams Annual Bull Sale, Brookwood, Texas.

Feb. 21—Wichita Herefords, Wichita, Kan.

Feb. 22—Rex Ranch complete Dispersion, Clinton, Mo.

Angus, Lexington, Ky.

### NCA convention panel:

## Debt surge to force interest rate boost

The growth in agricultural debt at a faster pace than agricultural assets in the past twenty years will soon force agricultural borrowers to pay interest at rates equal to what most other businesses pay, a panel of credit experts agreed, according to Commodity News Service (CNS).

Agricultural borrowers historically have paid interest at lower rates than other businesses. But with the increase in "leverage" in agricultural borrowing and less stability in interest rates and the economy, agricultural borrowers will have to compete head to head with other businesses, said Marvin Rohn, a vice president of the Omaha National Bank.

Rohn was speaking as a member of a panel on agricultural financing and credit in connection with the National Cattlemen's Assn. convention in Phoenix, Ariz.

Since 1960, the U.S. agricultural debt has grown 603% while agricultural assets have increased only 437%, Rohn said. This puts agricultural debt leverage on a par with most U.S. businesses, he said.

"The risks to bankers are now equal as agricultural

borrowers must pay the same rates," Rohn said. "It's a competitive market."

Consequently, agricultural lending rates probably will move in unison with prime lending rates, he said.

Overall, the seminar reviewed current lending trends with special regard to the cattle-producing industry. Panelists from the public and private sector discussed where funds are available, such as commercial banks, insurance companies and the federal government, and how to get those funds.

"Money has become a commodity, just like cattle and grain," Rohn said.

Danny Klinefelter, a professor of agricultural economics at Texas A&M University, said agricultural borrowers will have to employ better financial planning to successfully compete for "the money commodity."

To impress a potential lender, cattlemen will have to work out cash flow alternatives, including many variables and different price projections, Klinefelter said. He pointed to recent sudden hikes in interest rates and energy costs,

which can humble even the most efficient producer if he does not have contingency plans.

"You can be a good cattleman, and produce good animals, and still go broke," Klinefelter said.

For this reason, he suggested coming up with a "worst scenario" to show the banker you can pay back a loan in an adverse situation. He predicted more and more cattle producers will begin to employ mini-computers to assist them in multi-variable price predictions and careful cash flow analysis.

Richard Henry, an assistant vice president in the agriculture division of the Equitable Live Assurance Society, St. Louis, Mo., told the seminar about his insurance company's changing role in agricultural lending. He said equitable is getting out of the fixed-rate long-term mortgage and moving into short-term agricultural lending, such as cattle loans.

Rohn said his bank is going into short-term money markets to increase its pool of money for agricultural lending. Agricultural lending demand is outstripping money available strictly from deposits, so his bank is selling commercial paper on the open market to increase its agricultural lending resources, he said.

Other panelists from the USDA detailed changes in the government programs that lend money to agricultural interests turned down by commercial lenders. Bruce Hottel, with the national economics division of the USDA said the programs, such as the

### Loan officer cautions:

## Today's interest rates force change of habits

An agricultural loan officer at a major Oklahoma City bank says high interest rates have changed the complexion of borrowing, and he cautions agri-businessmen and farmers "not to use the practices of the past out of habit."

Sam Gilmore, senior vice-president in charge of agricultural lending at the First National Bank of Oklahoma City, said business decisions in the 1980s must be keyed more heavily than ever to the cost of borrowing money and the skill of entrepreneurs in managing it.

Gilmore said that with high demand for money and fluctuations in interest rates, "You've got to adjust to high interest rates and try to be more aware of borrowing and hedging opportunities."

As a first step, the banker advised a recent meeting of the Oklahoma Seedmen's Assn., "get a financial adviser. Without one, you as a small businessman, a farmer or whatever, are going to be in trouble. So get yourself a banker who can also serve as a good financial adviser."

"During the 1980s, the people I see surviving are the people who can manage their money, know when to borrow and have strategies for hedging money costs," the banker said.

"I don't think we'll ever see six or eight percent prime interest rates again, and I think chances are very slim that they'll ever go back down as low as 10% again. I think it will continue to be around the 12-14% range."

## DeJong Bros. Bull Sale

Wednesday, Feb. 25

1:00 p.m. at the Chamberlain Livestock Sales, Inc. Chamberlain, South Dakota

### 103 Coming Yearling Bulls

42 Angus artificially bred, purebred but not registered. Direct sons of Happyvale Stud, Little Poundmaker, Dakota Poundmaker 2626 and Rito 38.

40 Maine-Anjou—Angus 3/4 and 5/8 bloods. Sired by Streamliner, Cunla and Epinal. The 3/4's can be recorded.

9 Simmental—Angus 1/2 bloods. Sired by Signal

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- Grand Champion Steer, Louisiana State Spring Show
- Grand Champion and Reserve Grand Champion Mkt Steer, Western Jr., Rapid City
- Grand Champion Steer, South Dakota State Fair
- Grand Champion Steer and Grand Champion Feeder Heifer, Western Jr., Rapid City
- Grand Champion and Reserve Grand Champion Market Steers, Tripp Co. Fair, S.D.
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### A Breed First!

"Simmental Sisters" Sale

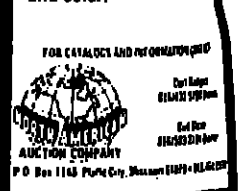


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## NCA committee's futures abolishment plans meets with defeat

(Continued from page 1)  
duck chairman of the Commodity Futures Trading Commission, addressed the committee about the viability of futures trading.

When asked if, under the present structure, cattle futures trading benefited cattle producers, Stone replied, "I'm not sure." He said a wide range of opinion existed on the subject and since he must keep up with a large number of commodities, the cattle futures viability question should be left to the producers.

Stone did say he would favor revising rather than scrapping cattle futures contracts.

Don Stevens, a member of the Chicago Mercantile Exchange's board of governors and chairman of its live and feeder cattle committees, defended the hedging value of cattle futures contracts.

Stevens countered charges that wide futures price swings hurt the cattle producer, saying that with proper trading, the astute hedger can take advantage of a futures market too far out of line with cash prices.

He also noted recent CME live cattle contract revisions that add a western delivery point at Greeley, Colo., and lighten the number of deliverable or finished cattle. Stevens said these revisions make the contract more attractive to hedgers and add to market liquidity.

In other action, the committee approved a resolution calling for the NCA

to support the continuance of the CFTC as separate from the securities commission as the regulator of futures trading. Committee Chairman Remington said this move was designed to

beef up the NCA stand on stricter market regulations and tighter monitoring of larger traders.

Seeking more western delivery points was the major addition to proposed

NCA policy in the area of contract revisions. A number of western state organizations expressed interest in delivery points in their regions.

The committee also re-

iterated its support for the adoption of a certificate delivery system for the CME live and feeder cattle contracts.

The committee also re-

solved that the NCA should further futures trading education programs and cooperate with trade press and news media to provide factual unbiased information concerning futures trading.

# POLLED HEREFORDS

## \* CEN-CAL "DRIVER'S" INTRODUCTION SALE

Saturday, 12 noon  
**FEBRUARY 21st**



A granddaughter of Gold Trophy 512 by "57" with a 57J heifer calf at side and re-mated to "Driver."



A daughter of "Enforcer" out of an own daughter of an Advancer X Oakley cow. This "million dollar baby" sells along with her dam, safe in calf to "Driver."



A Justa Anx 1 daughter with an HL 1 King Domino 71208 daughter at side. She is re-mated to "Driver."



A daughter of Gold Seal HP King Domino 559. Safe in calf to "Driver."

"DRIVER"  
BT PRL DRIVER 536L  
1981 Reserve National  
Champion at Denver's  
National Western.

OVER 75 FEMALES  
IN THIS OFFERING  
WILL BE BRED TO HIM!



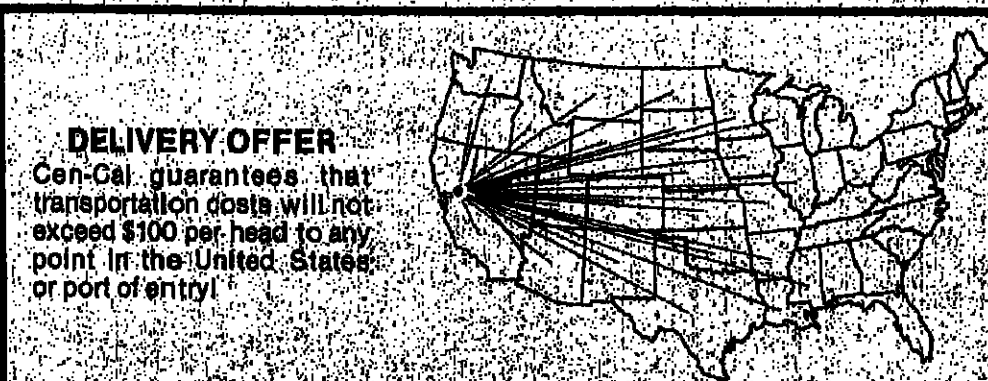
# 150 HEAD

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Futures conference speaker:

# Futures market not so hard; the problem is with people

By PAITHTHORN  
The futures market is easy, according to Ron Frost, vice president of agricultural marketing for the Chicago Mercantile Exchange. It's human emotions that are the hard part.

Frost, who spoke before a group of 300 cattlemen at the American Cattle Conference, defended the market as a useful pricing alternative and laid the blame for individual failures in the market on human error.

"The market is people... people's reactions and perceptions to events. When you lose, you say one of two things. You say, (a) I'm pretty stupid, or you say (b) something's wrong with the market. Most people, being human, choose (b)."



PAUL HINCH  
"Figure out the most terrible thing that can happen"

Frost emphasized the importance of self-discipline in playing the futures market. "If you don't have a plan and if you don't have the discipline to follow it," stay out of the market, he warned.

Other speakers at the day-long conference, sponsored by the Colorado Cattle Feeders Assn. in conjunction with the National Western Stock Show, had similar advice for the audience.

Frank Seckler, president of Ceres Inc., a cattle feeding and farming operation in Sterling, Colo., also urged stockmen to have a goal in mind when hedging on the futures market.

And once the goal is set, Seckler stressed the need for stockmen to set aside time for studying the market, at least two to three hours a day.

"When a person commits himself to use hedging in his business, much to the contrary opinion that as a producer he has made his life simpler and less risky, the successful hedger will soon learn that he is working harder and studying more than ever before," Seckler said.

Seckler recommended interested stockmen attend schooling made available through brokerage houses, the Chicago Mercantile Exchange or universities, and that they read books and advisory letters concerning the market.

When entering the market, stockmen should select a good broker and bank.

"If the bank you're dealing with has any hesitation to finance an additional \$10 per cwt. margin call on your hedges, then stay out of the futures market or change bankers."

"One simply cannot expose himself to the risk of forced liquidation by your broker," Seckler said.

Seckler told cattle feeders to stay out of the market

unless they can forecast their net finished cost of breakeven to within 1.5%.

But in spite of the somewhat foreboding warnings, Seckler supported futures trading. "With the consistent pressures of costs of production reducing the return to feeding, we believe that to be a profitable enterprise, one must understand and use the business tools of the futures market."

"... Do you want for one day, in the course of feeding a set of cattle, to take what the packer offers you for your cattle, or would you rather have the opportunity to selectively price your cattle to the marketplace before and/or during the feeding period?"

For those who decide to use the futures and end up making or taking a delivery, speaker Paul Hinch, of Hinch Enterprises, Guymon, Okla., had some practical advice.

Although it rarely pays to make a delivery, Hinch said, when it does pay, he suggested doing three things before delivery: 1) Read the specifications on the contract; 2) Know what constitutes a par delivery unit (a load of cattle that does not require discounting); 3) Go to the delivery point and watch deliveries being made before you actually do it yourself.

Hinch advised shipping a load of cattle slightly over the required weight to compensate for shrinkage and to allow flexibility when arriving at the delivery point. If a load is not deliverable, the extra animals can be used to substitute to make delivery possible.

Hinch also urged stockmen to spread their "tail end" cattle, those animals

that are less acceptable for delivery, among the good animals to avoid ending up with only non-deliverable animals at the end of the process.



FRANK SECKLER  
Set a goal and then study

For those on the other side of the futures fence, taking delivery, Hinch also had suggestions. To these people he said, "Figure out the most terrible thing that can happen, and if you can live with that, go ahead!"

He continued, "You're likely to get the cattle from the farthest point... so figure freight costs from the farthest point, and plan on receiving cattle that are the least desirable on the cash market."

In either position, making or taking delivery, stockmen should have someone at the delivery point, Hinch said. That person will then be able to deal with any of a number of possible problems that could crop up.

Other speakers at the meeting included Alfred Gruetzmacher, chairman of

the Chicago Board of Trade, who discussed political trends in the U.S.; John Hasler of the USDA, Greeley Market News Service, Colorado, who detailed

the things government inspectors look for when approving delivery units; Dell Allen, professor at Kansas State University, Manhattan, Kan. and consultant to

the Chicago Mercantile Exchange, who gave an overview of the futures market. Malcolm Wallop (R-Wyo.) was the luncheon speaker.

## THE MCCOMBS, SALEM, AND ROBERTS BRANGUS DISPERSAL

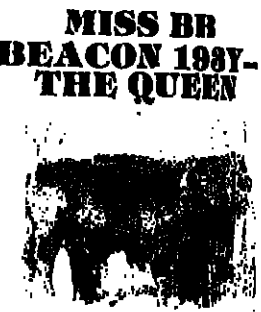
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# Academy of Sciences group hears nitrite health testimony

A committee of the National Academy of Sciences' National Research Council listened to testimony recently in its search for additional information on the health effects of sodium nitrite, a food preservative, reports Commodities News Service (CNS).

The committee on nitrates, nitrites and alternative curing agents held the meeting to obtain previously unpublished scientific data on U.S. nitrite consumption patterns, the health risks of nitrite use, and alternative curing agents.

The committee has undertaken two research reports on sodium nitrite at the request of the USDA and the Food and Drug Administration. The first of the studies, targeted for release in November, will examine the health effects of consuming both naturally occurring nitrites and those added to foods such as processed meats. The second study, expected out in February, will examine the status of research to develop non-nitrite curing agents for meat and will recommend the future course of such research efforts.

John J. Birdsall, scientific affairs director for the American Meat Institute, told the committee that studies have shown only about 3.8% of the average

American's daily intake of sodium nitrite comes from cured meat consumption. The average American receives about 33.8% of his daily nitrite consumption level of 9.19 milligrams from saliva, Birdsall said.

Birdsall said four studies showed a link between nitrite consumption and cancerous tumor formation. However, in two of those studies, nitrosamines were thought to have formed in the animals' feed before the feed was consumed. Birdsall said. In the two other studies, a re-evaluation of the animal tissue slides disproved the studies' earlier conclusions.

The ability of sodium nitrite to inhibit botulism in processed meats is dependent on the amount of nitrite remaining in those products soon after the cooking phase of their production cycle, according to H. Ned Draudt, senior research scientist for Peter Eckrich and Sons, Fort Wayne, Ind. Thus, the substance's ability to inhibit botulism is not directly related to the total amount of nitrites added to processed meats before cooking, Draudt said.

He also said that sodium nitrite tends to be less effective in inhibiting botulism in processed meats manufactured using a long cooking process rather than a short one. Draudt said these con-

clusions were based on research sponsored by Peter Eckrich and Sons at the Swift and Co. Botulinal Research Laboratory. Draudt said his findings were based on tests using a lean beef loaf and a ham loaf made with commercial luncheon meat formulas under a variety of conditions.

Thomas Smith, research director for the Community Nutrition Institute, told the group that there was no genuine need for the use of nitrites in processed meats. To support his contention, Smith cited research indicating there was little probability of processed meats becoming contaminated with botulism unless these products were stored

at relatively high temperatures for long periods of time.

Two other speakers at the meeting cited research efforts underway to find alternatives to meat curing agents.

Virginia Polytechnic Institute food scientist, R.V. Lechowich, told the committee that anti-oxidant compounds such as BHT and BHA, already used as preservatives in some foods, might be a feasible alternative to sodium nitrites in processed meats. Lechowich said preliminary research indicated these substances effectively inhibit botulism. However, he said these substances had not been tested in processed

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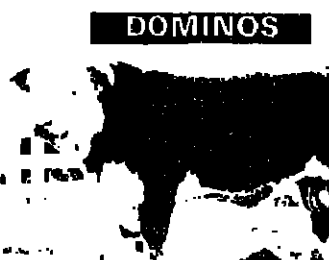
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SALE TIME: 12:30 P. M.



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1978 DENVER CHAMPION  
Rausch's line-up of K Mischief includes several top sons of the 1978 Denver Champ as well as 50 grandsons of 808 (Bull) who have been the sale toppers in 1972 and 1973.



DOMINOS  
V BAR LY DOMINOS - 1978 DENVER JR. CHAMP  
The Dominos in the line-up are from the 1978 Denver Champ, who himself is a sale topper, as well as many top sons from Rausch's new Devline Herefords. They could be this year's sale toppers.



ADVANCERS  
HA ADVANCE CTM HATCHETS  
The Hatchets and Bucks will be playing the major role in the Advancers line. There are several better calves by them. The 2-year-old bulls are by the Anne C. Advancers bulls. There will be several more Advancers coming.



LIN MISCHIEF  
LIN P MISCHIEF 12 - 2000 lbs.  
The Lin Mischief are from a 2400 lb. and a 2800 lb. son of 838. Many have been the top offspring and performers in past line-ups.



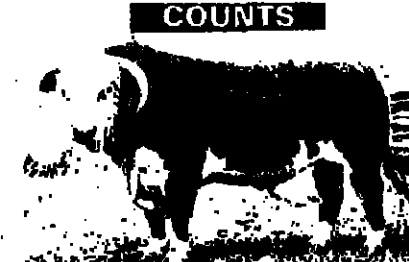
NORTHERNS  
ON BIG NORTHERN 474 - 2500 lbs.  
Rausch's line of Big Northern are South Dakota's source of big yellow Northern and were last year's sale toppers. They include many top prospects again this year.



ONWARDS  
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The 840 was raised in Rausch's "Big P" program and has in the past come up with the top WDA bulls in the sale. The females comprise a great cow family.



TITANS  
A fat year top Titan son has been selected as service sire on many of the best females in the offering. He comes from a top cow family.



COUNTS  
PFC BIK 4780  
The Counts are now in the starting line-up and many more will be coming. They are by 821 (Cow) and his sons. They first offspring last year promise.

## Operating costs to offset inventory rise

(Continued from page 1)  
During a normal rebuilding period in the cattle cycle, some of the lighter weight class heifers would be held back this year as replacements, they said. However, present unprofitability in the industry will force most of those heifers into the feedlots, the analysts said.

They said they expect the large cow slaughter and heat wave-lowered conception rates to be reflected in the July 1981 inventory report.

USDA estimated the 1980 calf crop at 45.4 million head, up six percent from 1979 and four percent above 1978. The calf crop is virtually unchanged from the expected calf crop published last July, USDA said. Calves born during the first half of the year were estimated at 71.5% of the annual total.

USDA said all cows and heifers that have calved number 49.9 million head, up four percent from the 47.9 million as of Jan. 1, 1980. Beef cows, at 39.0 million, are up five percent from the 37.1 million a year ago. Milk cows, at 10.9 million, are one percent above Jan. 1, 1980.

USDA said value per head for all cattle and calves is \$473, down \$29 from last year, but \$70 more per head than two years ago.

All cattle and calves on feed Jan. 1, for slaughter market, were 11.6 million head, down five percent from 1980, USDA said. Beef replacement heifers, at 6.19 million head, were up four percent from a year ago. Steers weighing 500 lbs. and over, at 15.6 million head, were down three percent from a year ago, USDA said.

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## Last day Buffalo sale not least

By JERRY YORK  
Optimism abounded for the American Buffalo as 101 head sold in the association-sponsored sale during the last day of national Western Stock Show, Denver, Colo. This was the second sale of Buffalo to be held during this show, and it drew a large crowd that filled the Livestock Auction Arena to the top row of seats. Bringing top dollar in the sale was a six year old bull named Curly KB77. He was the Gold Trophy Bull and was entered by Bar A Ranch, Clark, Wyo., and sold to that firm on order for \$8000. The Silver Trophy Bull was from Downare Land, Cattle, and Equipment Co., Hartsul, Colo., and this two-year-old sold to Bill Linton, Miami, Manitoba, Canada, for \$1650. The Gold Trophy yearling bull was from The Bisonsmiths, Yuma, Colo., and he sold for \$2200 to Mountain Man Buffalo, Commercial City, Colo., while the Silver Trophy yearling sold to Nyguard Buffalo, Ft. Collins, Colo., for \$3900 and was consigned by Downare.

**SUMMARY**  
23 bulls ..... \$1,381  
78 females ..... \$93

Auctioneer: Bill Bredemeier  
Sale Manager: Great Plains Livestock Service

The Gold Trophy Bull  
Calf was entered by Circle 3

Ranch, Longford, Kan., and he sold for \$1800 to Bill Mowry, Hamlet, Kan., Hawaii. The Silver Trophy Bull Calf also sold to Mowry for \$1200 and was entered by Flying G Ranch, Codell, Kan.  
In the female division, the Gold Trophy Mature Cow sold for \$2300 and went to Dennis Rowe, Bozeman, Mont. The four year old cow sold vet-checked-safe in calf to HBR Wardrums BK18 and was consigned by Heim Buffalo Ranch, Rockham, S.D. The Silver Trophy Mature Cow was from Heim also and sold for \$2000 to Rowe. The Gold Trophy Two-Year-Old Heifer was entered by Heim, and she sold for \$2000 to Mountain



**LMA OFFICERS**—Veteran livestock marketing businessmen were installed as 1981 officers of Livestock Marketing Assn., at the Kansas City-based Trade Group's recent annual meetings, held in South Carolina. Seated are: First Vice President Franck Diercks (left), Gordon, Neb.; President Lemmy Wilson, Newport, Tenn.; standing, Second Vice President John Hawkins (left), Monticello, Fla.; and Secretary Earl Britton, Butte, Mont. Treasurer Ralph Swords, Hopkinsville, Ky., was not present for this picture.

## 2nd Annual PLATTE VALLEY Simmental Association Performance Bull Sale Tuesday, February 17, 1981 12:00 Noon Lincoln County Fairgrounds North Platte, Nebraska



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A purebred son of "Copperking"



A 3/4 son of "Copperking"

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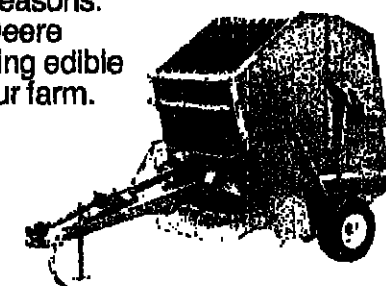
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## Crop insurance group makes urgent plea for more funding

The Federal Crop Insurance Corp., in asking for increased fiscal year 1982 budget authority of \$512.79 million, made an urgent request for supplemental 1981 funds to avoid running out of money by April, reports CNS.

The FCIC is preparing to expand to meet the 1980 congressional mandate that

it offer full crop insurance coverage to all producers of all crops. This crop insurance eventually will replace existing emergency and disaster payment programs.

From fiscal 1981 to fiscal 1982—crop year 1980 to crop year 1981—the FCIC plans to increase the acreage insured to 86.0 million acres from 83.6 million. At the same time, the number of producers insured is expected to rise to

300,000 from 223,000. By fiscal 1983 the acreage insured should rise to 84.8 million and the number of producers insured to 700,000, according to FCIC figures.

As it prepares to expand during fiscal 1981, the FCIC is faced with the highest operating loss ratio, 2.01, since its inception in 1938. The drought that cut back 1980 production of most U.S. crops will cost the FCIC \$317 million in

indemnities, the highest amount ever paid out in one year.

To help the FCIC meet its debts, the agriculture secretary authorized it to use \$150 million in Commodity Credit Corp. funds. Part of the 1981 supplemental appropriations request will be used to repay the CCC, and the remainder is needed to cover administrative expenses connected with expansion of the FCIC's coverage, according to USDA budget officers.

## Wyoming meeting:

## Governor calls for ag land protection

Citing statistics indicating that U.S. agricultural land is disappearing at a rate of three million acres annually, Wyoming Governor Ed Herschler said a combination of several proposed solutions to the problem will be necessary to sustain high levels of food production to meet the world's future demands.

Speaking to a group of Wyoming agricultural finance personnel meeting at the University of Wyoming, Herschler voiced his sup-

port for preliminary proposals resulting from a 1978 national study of agricultural lands sponsored by the USDA.

He supports a recommendation that the federal government adopt a policy defining agricultural land as a critical natural resource in need of protection and conservation.

"Federal agencies must identify changes in the tax structure to offer positive incentives for retaining

good agricultural land," Herschler said. "Some incentives may be investment tax credits on agricultural structures and installation of conservation practices."

Herschler also supports tax incentives to agriculture support industries and additional tax benefits to land owners who agree to leave their land for agricultural purposes upon the exchange of land ownership.

## 1981 CALGARY BULL SALE

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## Ag exports vital to oil-dependent U.S.

Because petroleum production in the U.S. has probably peaked and the U.S. faces larger volumes of oil imports in the future, increased agricultural exports in the 1980s and 1990s to offset these expenses must not be hampered by short-sighted political use or "cheap food" policies.

That's the view of Dr. Jim Plaxico, an Oklahoma agricultural economist, who sees agricultural exports during the next several decades becoming a bastion of the domestic economy.

He said demand for agricultural exports will continue to rise because of growing world affluence and a greater balance between supply and demand.

And the U.S., the world's largest producer, is in a strong position to capture the "lion's share" of this growing agricultural market, Plaxico said.

Plaxico, former head of the agricultural economics department at Oklahoma State University and currently director of the state Agricultural Stabilization and Conservation Service (ASCS), said all the evidence points to American agriculture contributing a growing percentage to the gross national product.

"I think we are going to have to adjust to rising energy prices and rising exports of agricultural products to pay for it," he said.

"In fact," he added, "agriculture is one of the few competitive industries our country has, along with computers and airplanes."

"So we simply have to expand our agricultural exports because of petroleum and other imports."

Plaxico cautioned that growing exports must not

be restricted by special interest groups or for political reasons that would work against the nation's economic self-interest.

"In the unstable world in which we live, there is going to be a lot of pressure to restrict agricultural exports and use them as political weapons."

"There will also probably be pressure from consumer groups and others to hold down exports because of domestic food issues."

While U.S. consumers pay the lowest percentage of their disposable income in the world for food, Plaxico and others say that percentage may grow as agricultural commodities become an increasingly high-demand item in the world during the remainder of this century.

Addressing that concern, Plaxico said, "I think one of the issues in the future is going to be domestic food vs. exports, and I believe the public needs to be educated about the need for unrestricted agricultural exports as vital to our economy."



**PRESIDENT**—The American National CowBelles, Inc., an organization which disseminates factual information on beef and serves as the voice of women in the cattle industry, elected Mrs. Walter Woolley, Jr. (Ann) of Ada, Okla., as their president during the 30th annual convention in Phoenix.

## USDA awards station sulfa research money

USDA Science and Education Administration has provided \$44,000 to the North Dakota Agricultural Experiment Station for a two-year study for the development of a new and improved procedure for measuring residues of sulfamethazine in pork.

According to H.J. Klosterman, chairman of the department of biochemistry at North Dakota State University.

## George Werth Herefords Ardmore Production Sale Saturday, February 21

12 noon Quinter, Kansas at the ranch

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120 Range Raised Performance, Tested Two's and Coming Two-Year-Old Bulls  
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WESTERN LIVESTOCK JOURNAL

## SANDY ACRES SIMMENTALS

## M—B SIMMENTALS

FEBRUARY 18, 1981

1:00 WEDNESDAY

## JOINT SIMMENTAL PRODUCTION SALE

Ericson, Nebraska

Auctioneer: Tracy Harl

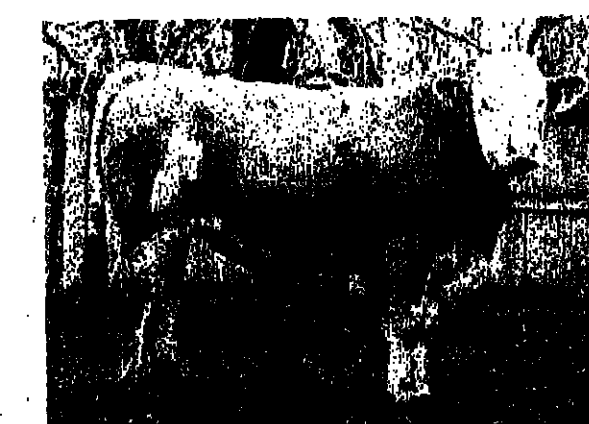
Ericson Livestock Market

## SELLING 35 BULLS

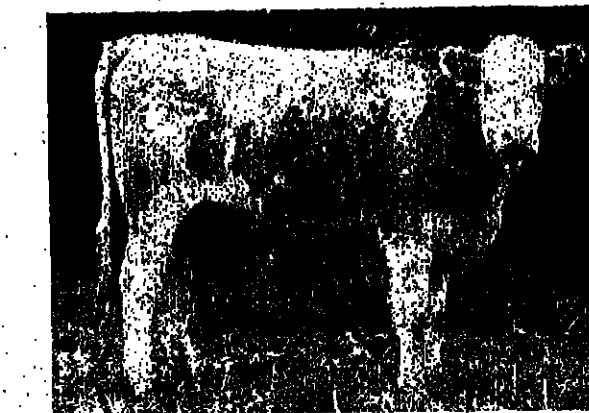
- 4 Purebred Bulls—including 3 yearlings and 1 coming-3-yr-old fullblood Signal son
- 31 Percentage Yearling Bulls—out of the top 30%

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- 6 Bred Purebred Heifers—bred to Manila and Uslars Pride
- 17 Purebred Heifer Calves—sired by popular A.I. Sires and MB and Sandy Acres herd sires
- 16 Bred 3/4 Cows
- 11 Bred 3/4 Heifers
- 20 3/4 Heifer Calves
- 5 Bred Halfblood Cows



This fullblood Signal son sells!



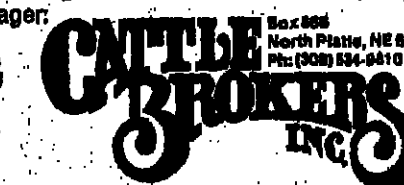
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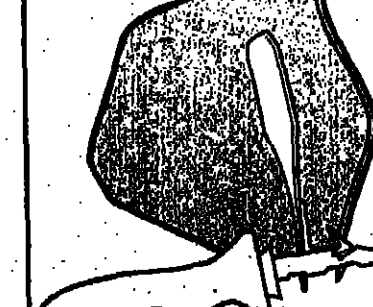
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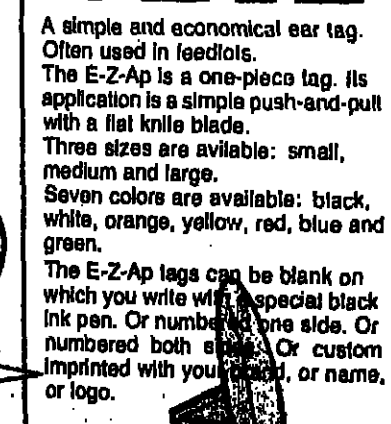
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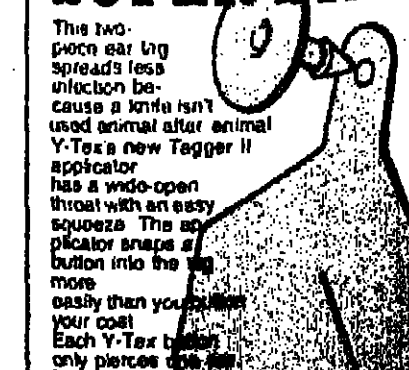
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Meat Board leader resigns presidency

Comments

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Outraged livestock producers seek stronger predator control

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## Kansas Beef Expo

Judges and auctioneers for the various breeds of cattle exhibiting and selling at the third annual Kansas Beef Expo have been announced by Expo Board Chairman David Breiner, Alma, Kan. The Beef Expo will be held March 10, 11, and 12, at the Kansas Coliseum, Wichita, Kan. It is sponsored by the nine participating Kansas breed associations and the Kansas Livestock Assn.

Breeding cattle judges and evaluators are: Angus and Charolais: Miles McKee, Manhattan, Kan.; Gelbvieh: Rod MacClemman, Bennett, Colo.; Hereford: Dale Barber, Channing, Texas; Limousin: Vernon Holcomb, Stanton, Texas; Maine-Anjou: Gene Raymond, Garnett, Kan.; Polled Hereford: Bill Able, Manhattan, Kan.; Shorthorn: Nick Wells, Colby, Kan.; Simmental: David Ames, Manhattan, Kan.; and John Rothlisberger, Alberta, Canada.

Auctioneers include: Curt Rogers, Platte City, Mo.; Angus: Stanley Stout, Linwood, Kan.; Charolais, Maine-Anjou and Commercial Heifer Sale: Merrill Anderson, Newman, Ill.; Gelbvieh and Simmental: George Morse, Shawnee Mission, Kan.; Hereford: Bruce Brooks, Springer, Okla.; Limousin and Shorthorn: Eddie Sims, Lawton, Okla.; Polled Herefords.

## Cornbelt Cow-Calf Conference

"The Green Stuff . . . and Other Basics" is the theme for the 10th annual Cornbelt Cow-Calf Conference scheduled Sat., Feb. 28, at the Ottumwa, Iowa, coliseum.

The one-day event aimed at beef cow-calf producers is the most successful of its kind, according to Cliff Iverson, extension livestock production specialist with Iowa State University. The conference features a morning and afternoon speaking program plus a trade show of more than 65 commercial and educational exhibits, he says, director at the problems and needs of the beef cow-calf enterprise.

The doors to the conference will open at 7:30 a.m., with the speaking program to get underway at nine a.m.



**MAKING IT OFFICIAL**—During the \$500 give-away at the National Western Stock Show, Denver, Pat Buchen, administrative assistant to the general manager of the show reaches into a box for the lucky name. Mark Graham, Sr. looks on. Graham, Waverly, Minn., sponsored the cash prize. Arnold Hansen, Ruskin, Neb., was the lucky winner. (Staff photo by Martha Williams)

## A National Western bonus

It may be seemed to cattlemen that everything they did at the National Western Stock Show cost them money. But, there was some cash given.

On Thursday, Jan. 22, in front of the Livestock Exchange Building, Pat Buchen, administrative assistant to the general manager of the National Western drew names out of a box for a \$500 cash prize.

Sponsored by Graham Land and Cattle Co., Waverly, Minn., Arnold Hansen, Ruskin, Neb., won the cash prize. The alternate winner was Peters Cattle Co., Elk Creek, Neb.

Leonard Van De Walle, Cedar Rapids, Neb.; John Kuhner, Spring Run, Pa.; Blaine Felker, Greeley, Colo.; W.J. Cesar, Craig, Colo. and Ron Hill, Loveland, Colo., all won a case of semen.

From 1955 to 1978, soybean acreage in the U.S. increased from 19.7 million acres to 84.4 million acres.

## Colorado CowBelles

The Colorado CowBelles have announced plans for their Annual CowBelle Legislative Coffee, Feb. 10, from 8:30 to 10:00 a.m., in the basement of the State Capitol Building at the South Entrance.

This annual event gives CowBelles an opportunity to meet with their state legislators to discuss legislation. For more information about the CowBelle Legislative Coffee, contact the Colorado Cattlemen's Assn., Suite 220, Livestock Exchange Building, Denver, Colo. 80216; or call 623-4347.

Don't Forget!

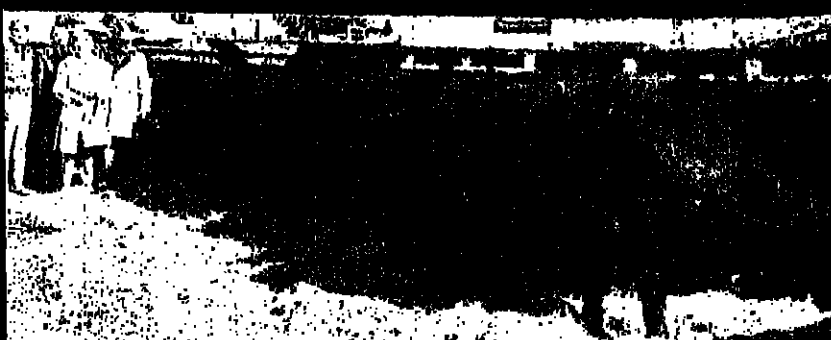
## JAMISON Herefords Annual Production Sale Friday, Feb. 20 Quinter, Kansas 90 Bulls • 70 Bred Heifers

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## Enthusiasm prevails:

## Gelbvieh breeders predict upswing

By JOYCE PALMER

There was a positive feeling generated by the Gelbvieh breeders and members at their ninth national convention, held in conjunction with the National Western Stock Show, Denver.

The feeling was that they had begun a climb in almost every facet of the registered breed. More memberships, more breeder enthusiasm and a feeling that the Gelbvieh breed is on the upswing was reiterated time and time again by Gelbvieh officers at their general meeting.

President Johnny Green called the American Gelbvieh Assn. meeting to order, minutes were read by Secretary Chuck Struthers and a treasurer's report was given by Larry Black.

The continuing enthusiasm in support of the breed was indicated by the 94 head of cattle entered in the open show at the National Western. All entries had come in voluntarily, contin-

ued Gelbvieh officials.

"Not one member had to be called," added Green.

Resolutions were brought before the board. These resolutions dealt with show standards for the 1983 National Western Stock Show; performance data and their latest and most successful promotion of the Gelbvieh breed in the South and Southeast.

The resolution dealing with the proposed show standards for the 1983 National Western brought enough response from the members to have it tabled until a later date. The resolution, proposed by the show committee, was to make the 1983 National Western Gelbvieh show only a purebred show — no percentages.

Each state represented gave a report on the Gelbvieh activities for the past year and for the one coming up.

Charles Clark, S.D.; Harry Clark, Ark.; Don Faw-

cett, S.D.; Dottie Knost, La. and Wayne Roitch, Colo., were elected as new directors to the board.

The following day, new officers were announced. They were Rod MacLennan, Bennett, Colo., president; Don Fawcett, Ree Heights, S.D., vice-president; Le-ness Hall, Carnation Wash., secretary and Merle Buss, Shawnee, Okla., treasurer.

New officers were elected for the women's organization — the Gelbvieh Gals. They were Mar Fawcett, Ree Heights, S.D.; Linda Van Dervort, Piedmont, S.D., vice-president; and Alice MacLennan, Bennett, Colo., secretary.

The new members for the board of directors were introduced at the banquet where Johnny Green, past-president, was presented a plaque in recognition for his work as president of the association.

Travis Fawcett, son of Don and Mar Fawcett, Ree Heights, S.D., was announced as the new youth ambassador for the organization.

After speaker Robert Henry, humorist and author from Alabama spoke, the group held an auction for the Gelbvieh Gals in a promotion effort.

## Mexican trade grows in importance to U.S.

The volume of trade between the U.S. and Mexico is one of the largest and fastest-growing between any two countries today, observes Bob Daugherty, the Oklahoma Department of Agriculture's marketing programs director.



**PERFORMANCE PROGRAM**—Keith Vandervelde, a director for the American Gelbvieh Assn. (AGA) from Wisconsin, told the American Gelbvieh Assn. members about their performance data at their annual meeting held in conjunction with the National Western Stock Show. (Staff photo by Joyce Palmer)

## BRANGUS FOR ALL BREEDERS

Make Plans To Attend CLAYTON & MODESTA WILLIAMS

2nd Annual Bull Sale February 21, 1981 1:00 p.m. Brownwood Auction Co. Brownwood, Texas

## SELLING:

90 BIG, RUGGED BREEDING AGE BULLS

Guest Consignors:

Frank & Carmen Velasco, Fort Stockton, Texas—10 Bulls  
Pine Lane Ranch, Laurel, Miss.—30 Bulls

2nd Annual Brenham Sale  
February 25—10:30 a.m.

(the day before the International Show In Houston)  
Washington County Fair Grounds  
Brenham, Texas

## SELLING 155 LOTS:

45 Pairs—Fall calves sired by 680, 842, 320, General, and Black Duke  
122, many of the cows will be bred back to these same bulls  
45 Spring Calving Cows—Will start calving January 1 thru April 5, 1981  
20 Cows to Calve Fall of 1981

40 Bred Heifers—Some will have calves at side by sale day, many 650 daughters  
5 Herd Bulls or Herd Bull Prospects

Guest Consignors: Gates Compton, Fort Stockton, Texas  
Frank & Carmen Velasco, Fort Stockton, Texas

CLAYTON & MODESTA WILLIAMS



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940-731-7171

Auctioneers:  
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**NEW BOARD MEMBERS**—Newly elected board members for the American Gelbvieh Assn. are Charles Clark (left), S.D.; Dottie Knost, La.; Harry Clark, Ark.; and Don Fawcett, S.D. Not pictured is Wayne Roitch, Colo. (Staff photo by Joyce Palmer)

## D&M Farms Limousin Production Sale, Tuesday, Feb. 24 North Platte, Nebraska

Lincoln County Fairgrounds • 1 p.m. • Sale Day Phone: 308/532-1204

**86 Lots 63 FEMALES 23 BULLS** Lunch available on the grounds

- |   |  |
|---|--|
| 1 Yearling Purebred Bull  | 5 Purebred 1st Calf Heifers, to calve in the spring                |
| 6 Bred 3/4 Blood Heifers, 1st and 2nd calf, to calve in the spring  | 4 Bred Purebred Heifers, bred to Amazon to calve in the fall       |
| 15 Bred 1/2 Blood Heifers, 1st and 2nd calf, to calve in the spring | 5 Bred 3/4 Blood Heifers, 1st and 2nd calf, to calve in the spring |
| 1 Yearling Percentage Bull  | 2 3/4-Blood Cows, with fall calves                                 |
|   | 3 Purebred Heifer Calves   |
|   | 10 3/4-Blood Heifer Calves   |
|   | 12 Commercial Cows & Heifers, safe to a top 7/8-Blood bull         |

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Delmar & Hazel Miller  
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Auctioneer: Jim Baldridge

Phillip Miller

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| From Diamond A Cattle Co.<br>20 Brangus Heifers<br>5 Registered Brangus Bulls<br>5 Grade Bulls   | From Clair Miller<br>60 Young Hereford Cows  |
| From Diamond Tall Ranch<br>100 Hereford and Black Baldie Pairs   | From Thomas Cattle Co.<br>20 Brangus Bulls   |
|  | Other consignments include:<br>One load Registered Hereford Bulls<br>200 Crossbred Brangus Cows<br>100 Hereford and Black Baldie Cows<br>25 Beefmaster Bulls |

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## Wallop looks forward to better days in West

By PATTI THORN  
The western states may see more favorable legislation in the coming years of Republican dominance, according to Sen. Malcolm Wallop of Wyoming.



SENATOR MALCOLM WALLOP Optimism on the western horizon ...

Wallop was the luncheon speaker at the recent American Cattle Conference, held in conjunction with the National Western Stock Show in Denver. He spoke about what the public can expect under the new administration.

Wallop lauded the ad-

vent, for the first time in history, of a Senate in which nine of 14 chairmanships belong to western Senators, "people who understand the problems of the West."

And he told the audience of approximately 300 that they would see a reversal of the "single shot approach to dealing with issues," in favor of a more comprehensive approach.

This attitude, Wallop said, will lead to more balance between developing energy resources and protecting the environment, a longtime problem in the western states where vast wilderness areas are currently untouchable for development.

Wallop said he hoped to see the public land-use program "put into some cost-accountability." The Republican senator noted that 70% of all western coal and 80% of the oil resources are on national lands.

"We can no longer afford large scale exclusion from exploration of these resources," he insisted.

The U.S. also can no

longer afford to continue government land acquisitions at the same rate as in the past without increasing its operation and maintenance budget. Wallop likened government land hunger to "a neighbor who won't take care of what he's got and wants to buy more."

He cited predator control as one of the main problems of government land control and said this area needed "complete flushing out, re-vamping."

Wallop was optimistic about what the appointment of James Watt to the post of Secretary of the Interior would do for the western states. Watt "understands both the vitality and fragility of the West, as well as ... problems with land and water," according to Wallop.

"In my opinion, Watt is no born-again Attila the Hun, ready to rape and pillage the nation's resources ... He is a man of almost total integrity, who believes the way to change a bad law is not to skirt it, but to enforce it."

Under Watt, federal water decisions will be put in a more market-oriented light, said Wallop, who underscored the fact that water is the "key to any future the West may have." Water policies must remain under state control, he said, warning the audience that a national water policy would be totally ineffective.

Wallop noted that he hoped the new Republican administration could accomplish reforms in estate and capital gains taxes, which presently make it difficult for farmers and ranchers to pass on their operations.

"These laws interfere

with everybody's objective of maintaining the family farm," because they ease the trend toward corporate ownership.

The government's original intention of permitting redistribution of wealth through such laws has put that wealth into "corporate hands," Wallop said.

Wallop concluded his address with the hope for a new beginning — especially for the western states. "I hope," he said, "we will see a decline in the reach of the federal hand into the public till of the West."



PLEASANT SURPRISE—Surprise and pleasure show the face of Joyce Gronston as she is named winner of the production phase of the 1981 National Western Stock Show 4-H Catch-It-Calf contest. The Weldona, Colo., 4-Her also placed fourth in the carcass phase with her Hereford steer that gained 636 lbs. and indexed 50.7.

## Universal Simmental

2nd Annual Production Sale  
Saturday, Feb. 21 • Dunlap, Iowa

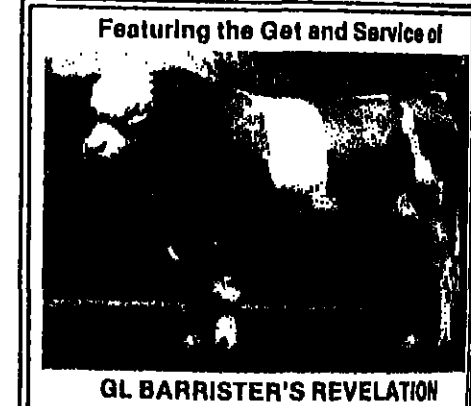
1:00 p.m. at the Dunlap Livestock Auction  
(50 miles northeast of Omaha, Neb. on Hwy. 30 the most modern facilities in Iowa)

- Selling**
- 60 Bred Heifers & Mature Females, 1/2, 3/4 and 7/8
  - 20 Yearling Open Heifers, 3/4 and 7/8
  - 20 Breeding Bulls, 2-year-olds, 3/4 and 7/8.

Featuring a Purebred, 2-year-old son of Dynamite.

Guest Consignor:  
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Auctioneer & Sale Manager:  
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## Winter sales slump for beef prompts February promotion

The traditional winter beef sales slump and an increasing consumer desire to discover new cost-cutting methods of serving beef are two reasons behind a new promotion by the National Live Stock and Meat Board designed to increase beef demand.

With total meat supplies decreasing and inflation eating away at consumer buying power, the Beef Industry Council of the Meat Board has developed a promotion to help consumers discover economic ways to stretch their beef dollars.

Slated to get underway in February, the promotion, entitled "Make Ends Meat — With the Great Taste of Beef," is aimed at the consumer's desire to serve

flavorful, attractive meals at a price that won't break the budget. With recipes featuring lesser-priced cuts of beef, such as top round, stew beef, boneless chuck steak, ground beef, ground beef and beef tip roast, the promotion should satisfy the consumer's desire to eat well at an affordable price. By doing this, beef demand should increase.

"The 'Make Ends Meat' promotion should be quite successful because it is being launched at precisely the right time — a time when sales are traditionally down and inflation-weary consumers are looking for new, economic ways to serve beef," said Jay Wardell, Beef Industry Council vice president.

## Bull Test Results

SOUTH EAST COLORADO  
BULL TEST  
Lamar, Colo.

56 Day Report  
116 bulls  
Average daily gain ..... 3.21

Leading all breeds in average daily gain is an individual entry in the Blonde breed, with 5.02. He is owned by Kirk B. Beardsley, of Colorado Springs, and sired by Hallmark. The other bull gaining 5.00 lbs. per day is from Neill Simmental Farm, Granada, and sired by Gallant. The average for 11 head of Simmental was 3.93, with bulls owned by Seaside and Packard Cattle Co., Elbert.

Ranking third and fifth, respectively, over all breeds. Their gains were 4.95 and 4.39.

Charolais were the third high breed, with 3.78 ADG on 28 head. Bulls owned by John E. Williams, Boise City, Okla., and Bill Piper, Springfield, tied for fifth overall, with 4.39 ADG. The Williams bull was sired by LCR impressive G660, and the Piper bull by Bardon 27.

A gain of 4.11 topped the Angus breed for Thunder Valley, Angus, Lamar, with a son of Blue Blood. Thirty eight Angus averaged 2.93 ADG.

The 14 head of Herefords were led by a Deeds Hereford Ranch son of CL1 Domino 384, gaining an average of 4.27 lbs. per day. He ranked eighth over all breeds after 56 days. Average for Herefords was 3.12 lbs. Polled Herefords averaged 3.17.

A good sized crowd gathered for this sale despite a widespread snow storm. However, it was evident that some major buyers were unable to attend. Not all the bulls sold, and they will more than likely be put in Davidson's April 4 sale.

The bulls that did sell sold very well and went to the local ranches. All bulls sold with complete performance data available and the better performing bulls returned the most dollars.

—JERRY YORK

3.25 ADG on 12 head. The top bull gained 4.20 lbs. per day for Hobbs Polled Herefords, Penokee, Kan. The bull's sire was HPH Victor 217 37.

Five Charolais bulls averaged 3.27 ADG. A Hollingsworth entry from Ft. Collins made the most gain at 4.43 lbs., and was sired by Lardo. He was ranked fourth over all breeds.

Danile Thompson, Vilas, has three Limousin entries topped by the 3.41 ADG for a son of Jane Redman 006J.

**Auction Results**

DAVIDSON RANCH  
La Junta, Colo., Jan. 31  
40 bulls ..... \$1,450

Auctioneer: Tom Westrope

Top: DR Winrock A D4 26, 4/7/79 by DR Winrock D4; John E. Rusher, Westcliffe, \$4250. DR Sam Donald 83, 5/1/79 by TR Sam Donald 2775; Hackamore Ranch, Las Animas, \$2500. DR Onward 47, 3/22/79 by DR Onward 92; Moore Ranch, Raton, N.M., \$2400. DR Michiel D4 38, 3/30/79 by DR Michiel D4; McCollough Ranch, Westcliffe, \$2075. DR Standard 96, 3/1/79 by MR Lamar C300; Leroy Rusher, Westcliffe, \$2000. DR Winrock A D4 94, 4/20/79 by DR Winrock D4; Menfor Ranch, Las Animas, \$1800. DR Onward 138, 4/18/79 by DR Onward 92; Pierre Aguirre, La Junta, \$1500. DR Onward 96, 5/18/79 by DR Onward 92; Ron Woolard, Wylie, \$1700.

A good sized crowd gathered for this sale despite a widespread snow storm. However, it was evident that some major buyers were unable to attend. Not all the bulls sold, and they will more than likely be put in Davidson's April 4 sale.

The bulls that did sell sold very well and went to the local ranches. All bulls sold with complete performance data available and the better performing bulls returned the most dollars.

—JERRY YORK

GROSHANS HEREFORDS

## Annual Production Sale Holyoke, Colorado Feb. 24 • Tuesday

12:30 p.m. Come be our guest for lunch  
Auctioneers: Skinner Hardy & Fred Sherlock

**Selling  
70 Bulls**

—These bulls have been developed on grass with a light growing ration. They are ready for service.

**30 Bred Heifers**

—Line Ones with size and muscle. Females bred to a son of PW M L1 Domino A6350 and out of a L1 Domino 72006 dam.



Progressive Herefords from a Dependable Source

Sale Day Phone: 303/854-2730  
Write For Catalogs

GROSHANS HEREFORDS

HOLYOKE, COLORADO 80734

Roy, Larry & Mark

Phone: 303/854-2730

Ranch located 3 miles west on U.S. 6, 1/4 mile south.

## Coloradoan invests \$100,000 during Marchigiana's auction

By LEE PITTS

Over 100 Marchigianas, or Markys as they are called, went on the auction block at Denver's National Western, with one man investing over \$100,000 in the meaty Markys. John Dorrough of Falcon, Colo., purchased 18 fullblood Marky females from the consignment of Dr. David Dyrholm, of Calgary, Alberta, Canada. All the heifers were the result of embryo transfers. Dorrough purchased the top eight selling lots of the sale, with the highest seller bringing \$8000.

Joe Ikhaml of St. Paul, Minn., bid on several of the entries before finally ending up with Marlowe 80M, a 4/14/80 fullblood bull by Patto for \$8000. This was also a consignment of Dr. David Dyrholm.

In fact, Marchigianas make up about 45% of Italy's total cattle population. They are known for their high dressing percentage and their fertility.

It was not a large buying crowd, but there were several Marky purebred breeders who went right after the fullbloods. Buyers came from as far away as California. The percentage bulls were a bit tougher to sell.

**SUMMARY**

- 22 percentage females ..... \$1,152
- 21 fullblood females ..... 5,029
- 2 fullblood pairs ..... 5,900
- 37 percentage bulls ..... 1,112
- 23 fullblood bulls ..... 2,374
- 106 lots ..... 2,299

Auctioneer: Bill Carier

The Markys are a relatively new breed of cattle in the U.S., but not so in Italy where they are the most populous breed.

**By the skin of its ...**

If research in South Africa pans out, the new way to identify cattle may be from noseprints. Police fingerprint experts have found that the ridge characteristics of each bovine's nose is unique, but it will take several years to determine if the characteristics are lifelong. They envision that noseprints not only might be a positive way of identifying stolen cattle but also could serve to identify registered animals.

## Haynes Hereford Ranch, Inc.

Announces Its 4th Annual

## PRODUCTION SALE

♥ Saturday, Feb. 14 ♥  
at LIVESTOCK EXCHANGE, INC., Brush, Colorado

## Selling 50 Registered Hereford Bulls

Including the best of our  
1981 Denver Carload

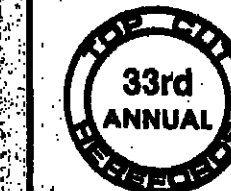
Complete Performance Available Sale Day  
We Cooperate On Delivery!

Request Catalogs:

Haynes Hereford Ranch, Inc.  
Gale 303/854-3310 Delbert 303/854-2457  
Holyoke, Colorado 80734



Lot 1—Type Six  
One of the best, a complete herd prospect  
Reserving 1/4 interest.



FROM DUTTON  
HEREFORD RANCH  
Missoula "Top-Cut"  
Monday, Feb. 16, 1981

The best pair of bulls from our  
1979 calf crop:

Lot 19 ... DD Britisher K43 by Selkirk Don A76  
Lot 20 ... DD Britisher K37 by Selkirk Don A76  
Like their 2300-pound sire, they will get big and productive in their time.

PLUS ... 10 head of Purebred Stock Cows, 2-5 years old. They will sell Monday afternoon at auction.

**DUTTON HEREFORD RANCH**

Dave and Dorothy Dutton Dean and Sherry Dutton  
406/288-3411 406/288-3330  
Gold Creek, Montana 59733

## FELTON ANGUS RANCH PRODUCTION SALE

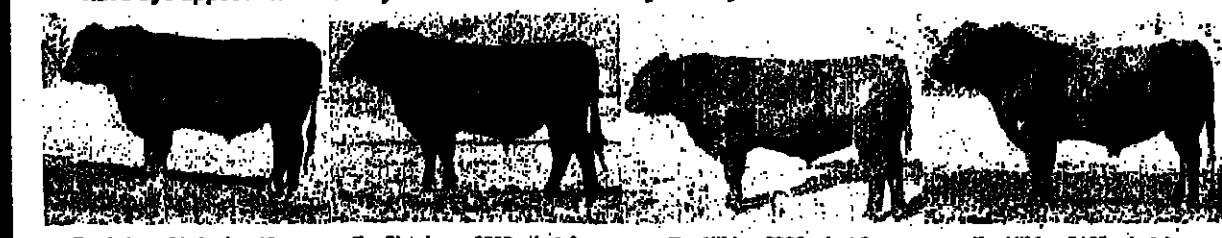
Saturday, Feb. 14, 1981  
BIG TIMBER, MONTANA  
West, right on I-90, exit 352  
Lunch 11:30 a.m.  
Sale 12:30 p.m.

135 ANGUS  
BREEDING CATTLE SELL  
70 Two-year-old Angus Bulls  
30 Big, yearling Angus Bulls  
35 Bred Angus Heifers



Band 105 son Wn Wt. 610, Calf Index 106  
Viking GD 80 son Wn Wt. 650, Calf Index 113  
Viking 115 of P.J.M. Calf Wn Wt. 585, Calf Index 111 out of a 2-year-old heifer  
Bull Calves These Sell

We will offer big, strong, bull calves like these. Backed by performance data ... they will have eye appeal and be ready for service in the 1981 year in your herd.



Far Asbury 8159—Lot 18 Wn Wt. 620, Calf Index 112, Yr Index 105, BVR 104  
Far Shoshone 2509—Lot 4 Wn Wt. 600, Calf Index 106, Yr Index 105, BVR 105  
Far Viking 5098—Lot 2 Wn Wt. 620, Calf Index 113, Yr Index 116, BVR 110  
Far Viking 5168—Lot 1 Wn Wt. 610, Calf Index 115, Yr Index 112, BVR 107  
Herd Sires: Nelson Shoshone 806 Green Valley Asbury 50 Viking 115 P.J.M. Franchester 505 P.J.M. 1 Shermont Granite Lad 382  
A.I. Herdsires: Shoshone Viking GD 60 Band 105 Rito 35  
Service Sires: Shermont 88 Starter 464 Scheerbrook Dynamic X103  
Free Delivery up to 500 miles  
Heated Sale Barn  
Sale Day Phone 406/932-2428

These bulls are just a few of those selling. They will carry some flesh ... but by and large they are raised out in the open. They will perform for you. They are not harmed with excessive feed and you will like our way of doing business.

Write or call for your catalog:

## FELTON ANGUS RANCH

Springdale Rt., Box 528 • Big Timber, Montana 59011  
Raymond Felton 406/932-2844 Richard Felton 406/932-2428 Maurice Felton 406/932-2928  
31 years with Angus cattle ... 14 years with performance records



# Fed cattle lagging on unstable market

The fed cattle market remained only moderate at best during the week under unstable market conditions. Price trends continued to be pushed lower under the influence of a downward trend in the wholesale dressed trade. More than adequate supply of market-ready cattle as evidenced by liberal slaughter, continues a major factor.

Yield grade and expected carcass weight also continued to be major price determining factors. Thus, choice yield grade 2-3 steers under 1200 lbs. and yield grade 2-3 heifers are under best demand and have broader outlets.

The estimated gross cutout value of choice 600-700 lb. beef carcasses at the end of January was \$102.76 per cwt., down \$2.49 from a week earlier and \$3.49 cwt. from a year ago.

**ARIZONA GOOD-CHOICE** 900-1125 lbs. \$66-68.50; mostly good \$64-66.50; Holsteins and corncries \$62-64. Good-choice heifers \$75-1000 lbs. \$62-62.50; mostly good \$61-62. California good-choice steers 950-1000 lbs. \$67-25-68; over 1125 lbs. \$67; good \$66-67. Good-choice heifers 1085-1150 lbs. \$64-64.50.

Utah mostly choice steers 1125-1250 lbs. \$64-65; good-choice Holsteins \$69. Mostly choice heifers 950-1000 lbs. \$62. Idaho mostly choice steers \$64-65.50; over 1250 lbs. \$62.50. Mostly choice heifers \$62-63.

**WASHINGTON-OREGON CHOICE** steers \$64.25-65, over 1150 lbs. down to \$62.50. Choice heifers \$62.25-63; YG 4 down to \$61.50. Colorado choice steers \$62-64.50; YG 4 down to \$60. Choice heifers \$60.50-62. Nebraska mostly choice steers \$59-61. Mostly choice heifers \$58.75-60. Kansas choice steers \$61-65; good-choice Holsteins \$58-59. Choice heifers \$60.50-61; good-choice \$59-60.

Texas-Oklahoma mostly choice steers \$62.50-63.50; good-choice \$61.50-62. Choice heifers \$61.75-62; good-choice \$60-61, under 850 lbs. to \$61.50.

**UTAH MD. FRAME** second and third calf stock cows with calves \$600-650 pair. Colorado md., few large frame #1 first and second calf bred heifers checked with calf 750-925 lbs. \$475-640 each; others \$600-750 lbs. \$400-450 each. Young to middle age cows \$500-640; aged and broken mouth cows \$400-525. Texas md., frame #1 middle age to aged pairs \$475-550 pair; few #2 \$425-495 pair.

Choice steer beef in central U.S. carlot beef trade \$92-98; good \$92-93. Choice heifer beef 500-700 lbs. \$79-94. West Coast choice steer beef \$87-104; choice heifer carcasses \$100-103.

**WASHINGTON-OREGON MD. FRAME #1** feeder steers 400-425 lbs. \$81; 675-825 lbs. \$70-72. Heifers \$75-400 lbs. \$72; 775-825 lbs. \$62-62.50. Idaho md. frame #1 steers 675-800 lbs. \$70-71.50; heifers \$60 lbs. \$64.

Kansas md. frame #1 feeder steers 300-400 lbs. \$84.50-87.50; 400-500 lbs. \$80.50-85; 500-600 lbs. \$72-78.75; 600-700 lbs. \$66.50-69.50; 700-800 lbs. \$67.25-70.60; 800-900 lbs. \$66-70.30. Md. frame #1 heifers 300-400 lbs. \$85-89; 400-500 lbs. \$85-87.75; 600-800 lbs. \$83.25-85.30; 800-900 lbs. \$82.40-84.10; 700-800 lbs. \$61-68.70.

**TEXAS MD. FRAME #1** steers 300-400 lbs. \$74.75-81.75; 400-500 lbs. \$70.50-77.75; 500-600 lbs. \$69-72; 600-700 lbs. \$67-70.75; 700-800 lbs. \$66-69; 800-900 lbs. \$65.25-66.50. Md. frame #1 heifers 300-400 lbs. \$83-89; 400-500 lbs. \$80.50-86; 600-800 lbs. \$80.50-85; 800-900 lbs. \$80.50-84.60.

Southeast complex md. frame #1 steers 200-300 lbs. \$77-88; 300-400 lbs. \$87-90; 400-500 lbs. \$87-95; 500-600 lbs. \$83-92; 600-700 lbs. \$89-97; 700-800 lbs. \$88-96. Md. frame #1 heifers 200-300 lbs. \$61-69; 300-400 lbs. \$55-65; 400-500 lbs. \$54-63; 600-800 lbs. \$52-61; 800-900 lbs. \$50-60.

Midwest choice-prime 90-115 lbs. wooled slaughter lambs \$48-51; choice-prime 90-115 lbs. short #1-2 pelts \$51-53; 100-113 lbs. \$63.50-55.25 at Sioux Falls, S. Dakota, Texas, choice-prime 100-120 lbs. wool-shorn #3 pelts \$50-56.75. S. Angelo good slaughter ewes \$30-35; utility \$27-30; cull utility \$23-27. Midwest utility-good \$15-22; cull \$10-15. Billing cull-good \$18-23.

**SAN ANGELO CHOICE** fancy feeder lambs 60-75 lbs. \$63-66; 35-55 lbs. \$65-70; 75-80 lbs. \$60-64.50; 80-100 lbs. \$55-60.

At terminal centers U.S. 1-2 200-240 lbs. barrows-gilts \$40.50-41.75; direct to feeder \$39.75-41; country points \$39-40. Omaha 1-8 300-475 lbs. sows \$37-37.50; 475-600 lbs. \$37.50-38.25. Boars 275-400 lbs. \$32-32.50; 300-275 lbs. \$32-34.

Feed grain and hay prices increased 3.2% in January; as all feed grain prices jumped. Corn and barley prices were up 13 cents per bushel in January; oats increased 11 cents per bushel and sorghum increased two cents per cwt.

At the same time, livestock received 2.3% less for meat animals in January. Hog prices were down \$3.10 per cwt. from December and beef cattle were down 50 cents per cwt. Replacement livestock sold for 2.8% less.

—GLEN RICHARDSON

## CENTRAL AUCTION ROUNDUP

(Reports as quoted by markets)

**AMARILLO LIVESTOCK AUCTION**  
Amarillo, Texas, Feb. 3

8,063 head received: Feeder steers, md. frame 1 275-375 lbs. \$62-85. Md. and lg. frame 1 400-498 lbs. \$75-90. Sm. frame 570-730 lbs. \$69-72.50. Feeder heifers, md. and lg. frame 1 325-350 lbs. \$72-74.75. 375-430 lbs. \$68-71.50. 450-525 lbs. \$63-66.50. Slaughter cows, high cutters and ut. 885-1285 lbs. \$40-50. 45-80, 1 cutter 900-1065 lbs. \$38. Slaughter bulls, ut. and comm. 1260-1380 lbs. \$51-10. 54-10; 1125-1090 lbs. \$49-75. 50-10. Replacements, heiferettes 745-920 lbs. \$48-80; feeder cows 720-900 lbs. \$34-38.

**LIVESTOCK EXCHANGE, INC.**  
Brush, Colo., Jan. 28-30

4,728 head received: Feeder steers, choice 300-400 lbs. \$83.50-91; 400-500 lbs. \$74.50-82.50; 500-600 lbs. \$68-71.50; 600-700 lbs. \$66-70.85; 700-800 lbs. \$67-69.85; 800-900 lbs. \$65-68.75. Feeder heifers, choice 200-300 lbs. \$73-74.50; 300-400 lbs. \$68.50-73; 400-500 lbs. \$65-68.75; 500-600 lbs. \$65-68.75; 600-700 lbs. \$62.35-64.75; 700-800 lbs. \$60-63.75; 800-900 lbs. \$58-61. Slaughter cows, ut. and comm. \$42-46.75; canner and cutters \$39.50-43.50. Slaughter bulls, YG 1 \$53.50-59.25; YG 2 \$48.75-55. Replacements, bred cows \$725-575; solid mouthed-aged \$600-575.

**TEXHOMA LIVESTOCK COMM. CO., INC.**  
Texhoma, Okla., Jan. 30

3,888 head received: Feeder steers, choice to 300 lbs. \$81.50-86.50; 300-400 lbs. \$74.75-81.80; 400-500 lbs. \$71.90-74; 500-600 lbs. \$68.75-71.30; 600-700 lbs. \$66-70.30. Feeder heifers, choice to 300 lbs. \$70-71.50; 300-400 lbs. \$64-69.25; 400-500 lbs. \$64-64.60; 500-600 lbs. \$64-64.40; 600-700 lbs. \$63.20-64.10. Slaughter cows, \$37-48.50. Slaughter bulls, \$52-67.59.

**FEEDER CATTLE AND CALF AUCTION**  
Springfield, Mo., Jan. 28

3,200 head received: Feeder steers, md. frame 1 200-300 lbs. \$75-82; 300-400 lbs. \$73-80; 400-500 lbs. \$72-78.30; 500-600 lbs. \$68-73.75; 600-700 lbs. \$67-70.50; 700-800 lbs. \$65-68.75; 800-900 lbs. \$62-68; 978-984 lbs. \$60-61. Md. frame 1 350-600 lbs. \$64-72.25; 500-800 lbs. \$65-71. Feeder heifers, md. frame 1 300-400 lbs. \$62-65.60; 400-500 lbs. \$61-67.50; 500-600 lbs. \$58-65.50; 600-700 lbs. \$56-60.40. Md. and lg. frame 1 400-600 lbs. \$59-66; 500-600 lbs. \$57.75-63.30. Md. and em; frame 1 400-600 lbs. \$58-64.

**MCKINLEY-WINTER LIVESTOCK COMM. CO., INC.**  
Dodge City, Kan., Jan. 28

2,800 head received: Feeder steers, md. frame 1 300-400 lbs. \$84.50-91; 400-500 lbs. \$80.50-87; 500-600 lbs. \$78-87; 600-700 lbs. \$68-69.50. Feeder heifers, md. frame 1 300-400 lbs. \$85-87.75; 400-500 lbs. \$85-87.75.

## Ag exports cut deficit

Agricultural exports are a bulwark of the nation's economy and the single largest factor in reducing deficits from imports, says Bob Daugherty, director of the Oklahoma Department of Agriculture's marketing programs division.

During the trade year from October 1979 through September 1980, agricultural exports accounted for \$189 million. Daugherty said. But heavy imports of non-agricultural items created a deficit of \$81 million.

500-600 lbs. \$63.25-65.30; 600-700 lbs. \$62.40-64.10.

**CENTENNIAL LIVESTOCK AUCTION**  
Fort Collins, Colo., Jan. 29

1,270 head received: Feeder steers, md. frame 1 275-375 lbs. \$62-85. Md. and lg. frame 1 400-498 lbs. \$75-90. Sm. frame 570-730 lbs. \$69-72.50. Feeder heifers, md. and lg. frame 1 325-350 lbs. \$72-74.75. 375-430 lbs. \$68-71.50. 450-525 lbs. \$63-66.50. Slaughter cows, high cutters and ut. 885-1285 lbs. \$40-50. 45-80, 1 cutter 900-1065 lbs. \$38. Slaughter bulls, ut. and comm. 1260-1380 lbs. \$51-10. 54-10; 1125-1090 lbs. \$49-75. 50-10. Replacements, heiferettes 745-920 lbs. \$48-80; feeder cows 720-900 lbs. \$34-38.

**EMPORIA LIVESTOCK SALES CO., INC.**  
Emporia, Kan., Jan. 30

1,250 head received: Feeder steers, choice 250-500 lbs. \$73-77; good \$70-72; common \$68-70. Good and choice 500-650 lbs. \$69-74; common \$68-68; Good and choice \$65-850 lbs. \$65-89; 650-1100 lbs. \$58-85; common 650-850 lbs. \$58-85; 850-1100 lbs. \$56-57. Feeder heifers, choice 250-450 lbs. \$68-70; good \$62-64; common \$58-60. Good and choice, 450-550 lbs. \$62-69; 550-650 lbs. \$58-62; common 450-550 lbs. \$58-60; 650-800 lbs. \$55-57. Slaughter cows, heiferettes \$53-55; ut. \$41-44; canner \$38-40; canner and cutter \$38-42. Slaughter bulls, cutter \$50-52; ut. \$51-52. Replacements, stock cows \$46-50; pairs \$630-675; stocker bulls, 500-700 lbs. \$58-63; 700-1000 lbs. \$52-54.

**PORT CITY STOCKYARDS**  
Sealy, Texas, Jan. 29

1,013 head received: Feeder steers, md. frame 1 300-350 lbs. \$82-86; 350-400 lbs. \$78-82; 400-450 lbs. \$68.50-77; 450-500 lbs. \$67-69; lg. frame 1 550-600 lbs. \$68-69; 600-650 lbs. \$66-68; 650-700 lbs. \$64-66; 700-750 lbs. \$62-64.75; 750-800 lbs. \$60-63.75; 800-900 lbs. \$58-61. Slaughter cows, ut. and comm. \$42-46.75; canner and cutters \$39.50-43.50. Slaughter bulls, YG 1 \$53.50-59.25; YG 2 \$48.75-55. Replacements, bred cows \$725-575; solid mouthed-aged \$600-575.

**TEXHOMA LIVESTOCK COMM. CO., INC.**  
Texhoma, Okla., Jan. 30

3,888 head received: Feeder steers, choice to 300 lbs. \$81.50-86.50; 300-400 lbs. \$74.75-81.80; 400-500 lbs. \$71.90-74; 500-600 lbs. \$68.75-71.30; 600-700 lbs. \$66-70.30. Feeder heifers, choice to 300 lbs. \$70-71.50; 300-400 lbs. \$64-69.25; 400-500 lbs. \$64-64.60; 500-600 lbs. \$64-64.40; 600-700 lbs. \$63.20-64.10. Slaughter cows, \$37-48.50. Slaughter bulls, \$52-67.59.

**FEEDER CATTLE AND CALF AUCTION**  
Springfield, Mo., Jan. 28

3,200 head received: Feeder steers, md. frame 1 200-300 lbs. \$75-82; 300-400 lbs. \$73-80; 400-500 lbs. \$72-78.30; 500-600 lbs. \$68-73.75; 600-700 lbs. \$67-70.50; 700-800 lbs. \$65-68.75; 800-900 lbs. \$62-68; 978-984 lbs. \$60-61. Md. frame 1 350-600 lbs. \$64-72.25; 500-800 lbs. \$65-71. Feeder heifers, md. frame 1 300-400 lbs. \$62-65.60; 400-500 lbs. \$61-67.50; 500-600 lbs. \$58-65.50; 600-700 lbs. \$56-60.40. Md. and lg. frame 1 400-600 lbs. \$59-66; 500-600 lbs. \$57.75-63.30. Md. and em; frame 1 400-600 lbs. \$58-64.

**MCKINLEY-WINTER LIVESTOCK COMM. CO., INC.**  
Dodge City, Kan., Jan. 28

2,800 head received: Feeder steers, md. frame 1 300-400 lbs. \$84.50-91; 400-500 lbs. \$80.50-87; 500-600 lbs. \$78-87; 600-700 lbs. \$68-69.50. Feeder heifers, md. frame 1 300-400 lbs. \$85-87.75; 400-500 lbs. \$85-87.75.

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500-600 lbs. \$63.25-65.30; 600-700 lbs. \$62.40-64.10.

**TORRINGTON LIVESTOCK COMMISSION CO.**  
Torrington, Wyo., Jan. 30

888 head received: Feeder steers, choice 300-400 lbs. \$80-87; 400-500 lbs. \$75-83; 500-600 lbs. \$72-77; 600-700 lbs. \$68-74; 700-800 lbs. \$65-73; 800-900 lbs. \$62-68; 900-1000 lbs. \$58-64. Slaughter cows, high cutters and ut. 885-1285 lbs. \$40-50. 45-80, 1 cutter 900-1065 lbs. \$38. Slaughter bulls, ut. and comm. 1260-1380 lbs. \$51-10. 54-10; 1125-1090 lbs. \$49-75. 50-10. Replacements, heiferettes 745-920 lbs. \$48-80; feeder cows 720-900 lbs. \$34-38.

**EL PASO LIVESTOCK AUCTION CO., INC.**  
El Paso, Texas, Jan. 27

840 head received: Feeder steers, choice yearling 450-800 lbs. \$67.50-75; good to mid. \$62.50-72.50. Calves, 250-400 lbs. \$75-80; crossbred \$75-80.

**Kershaw & Sons**  
Commercial Cattle Feeders  
Charles Kershaw • Dick Kershaw  
P.O. Box 75 • 71434-3740

**BRAWLEY, CALIF. 92227**

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Suppliers of Stocker and Feeder Cattle  
Office: 615/623-8721

Also have some started calves on hand most of the time.

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**Superior Feed Yards, INC.**

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**HEREFORD, TEXAS 79045**

**BEITELSPACHER**

Angus • Simmental

**PRODUCTION SALE**

Thursday Feb. 26

1:00 p.m.

at the Bowdle Livestock Sales

Bowdle, South Dakota

Selling: 122 LOTS

13 ANGUS BULLS

23 yr. old Angus Bulls

52 yr. old Angus Bulls

6 yearling Angus Bulls

All A1 sired by featuring sons of Cattle King and Band 105

49 SIMMENTAL BULLS

14 yr. old Purebred Bull

52 yr. old Purebred and Percentage Bull

9 yearling Purebred Simmental Bulls

20 yearling Percentage Simmental Bulls

14 7/16 Black Brindle Simmental Bulls

67 SIMMENTAL FE

12 BRED HEIFERS including 9

and 3 1/2 heifers to calves

45 YEARLING HEIFERS

cull crop including

and 12 7/16 S

Sale

Yearling Simmental Bulls

like this one Sell!

BEITELSPACHER RANCH

Richard & Erwin Beitelspacher

Route 1, Box 87

Bowdle, South Dakota

Phone: 605/285

500-600 lbs. \$63.25-65.30; 600-700 lbs. \$62.40-64.10.

**FEEDER CATTLE AND CALF AUCTION**  
Springfield, Mo., Jan. 28

3,200 head received: Feeder steers, md. frame 1 200-300 lbs. \$75-82; 300-400 lbs. \$73-80; 400-500 lbs. \$72-78.30; 500-600 lbs. \$68-73.75; 600-700 lbs. \$67-70.50; 700-800 lbs. \$65-68.75; 800-900 lbs. \$62-68; 978-984 lbs. \$60-61. Md. frame 1 350-600 lbs. \$64-72.25; 500-800 lbs. \$65-71. Feeder heifers, md. frame 1 300-400 lbs. \$62-65.60; 400-500 lbs. \$61-67.50; 500-600 lbs. \$58-65.50; 600-700 lbs. \$56-60.40. Md. and lg. frame 1 400-600 lbs. \$59-66; 500-600 lbs. \$57.75-63.30. Md. and em; frame 1 400-600 lbs. \$58-64.

**EMPORIA LIVESTOCK SALES CO., INC.**  
Emporia, Kan., Jan. 30

1,250 head received: Feeder steers, choice 250-500 lbs. \$73-77; good \$70-72; common \$68-70. Good and choice 500-650 lbs. \$69-74; common \$68-68; Good and choice \$65-850 lbs. \$65-89; 650-1100 lbs. \$58-85; common 650-850 lbs. \$58-85; 850-1100 lbs. \$56-57. Feeder heifers, choice 250-450 lbs. \$68-70; good \$62-64; common \$58-60. Good and choice, 450-550 lbs. \$62-69; 550-650 lbs. \$58-62; common 450-550 lbs. \$58-60; 650-800 lbs. \$55-57. Slaughter cows, heiferettes \$53-55; ut. \$41-44; canner \$38-40; canner and cutter \$38-42. Slaughter bulls, cutter \$50-52; ut. \$51-52. Replacements, stock cows \$46-50; pairs \$630-675; stocker bulls, 500-700 lbs. \$58-63; 700-1000 lbs. \$52-54.

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1:00







